RESULTADOS 2T24

9 DE AGOSTO DE 2024

CYRELA

PARTICIPANTES

RAPHAEL HORN
DIRETOR CO-PRESIDENTE

MIGUEL MICKELBERG
DIRETOR FINANCEIRO E DE RELAÇÕES COM INVESTIDORES

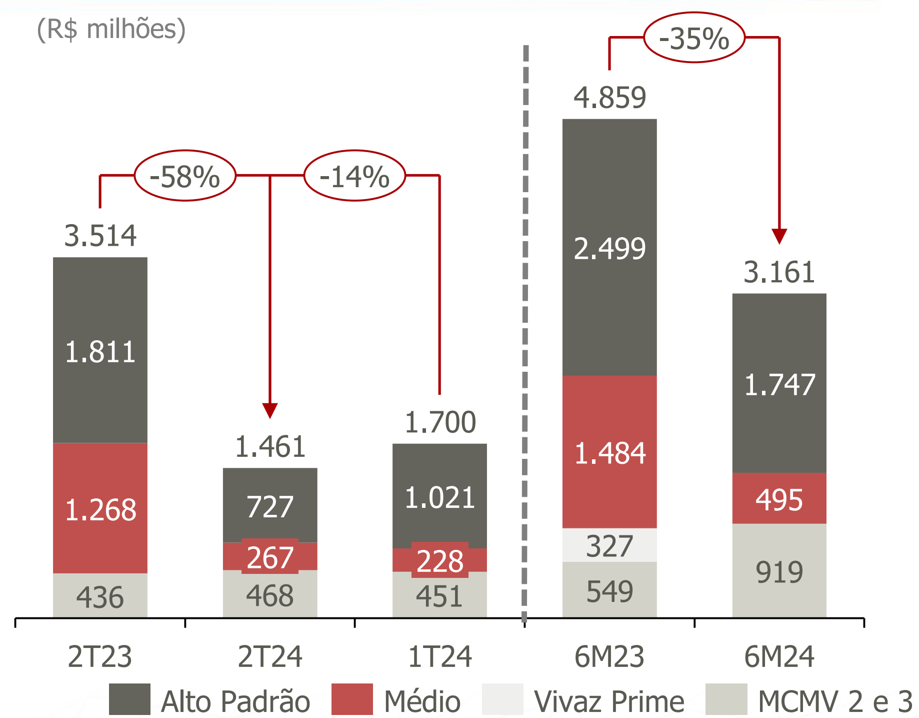
CYRELA

RESULTADO OPERACIONAL

LANÇAMENTOS CYRELA

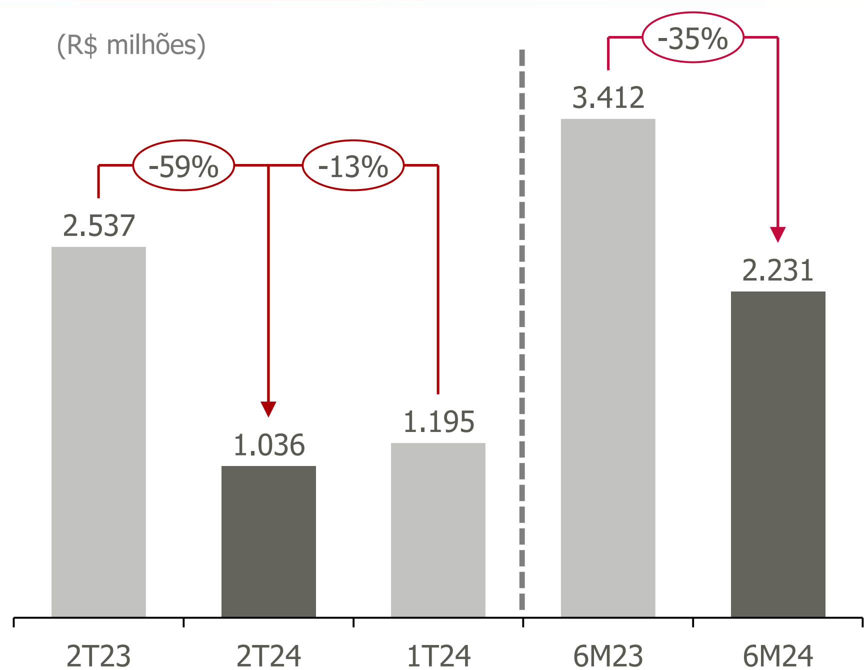
- Lançamentos de R$ 1.461 milhões no trimestre, 58% inferior vs. 2T23 e 14% abaixo do 1T24.
- 9 empreendimentos lançados no trimestre.

VGV Lançado (100%)



% CBR	78%	74%	78%	75%	76%

VGV Ex-Permuta e %CBR



DESTAQUE

ESCAPE EDEN

- R. Santo Arcádio, 482 - Brooklin–São Paulo - SP
- VGV: R$ 316 milhões
- Unidades: 259

Acesse o site do empreendimento: [Escape Eden]

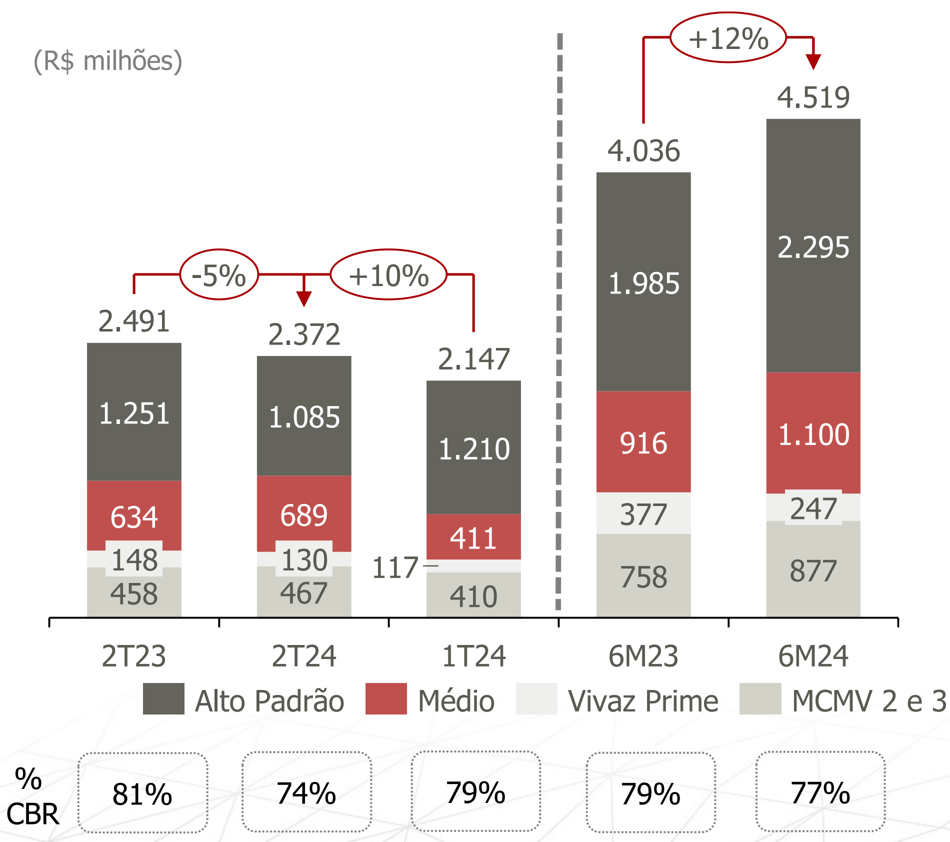
Piscina

Perspectiva da Fachada

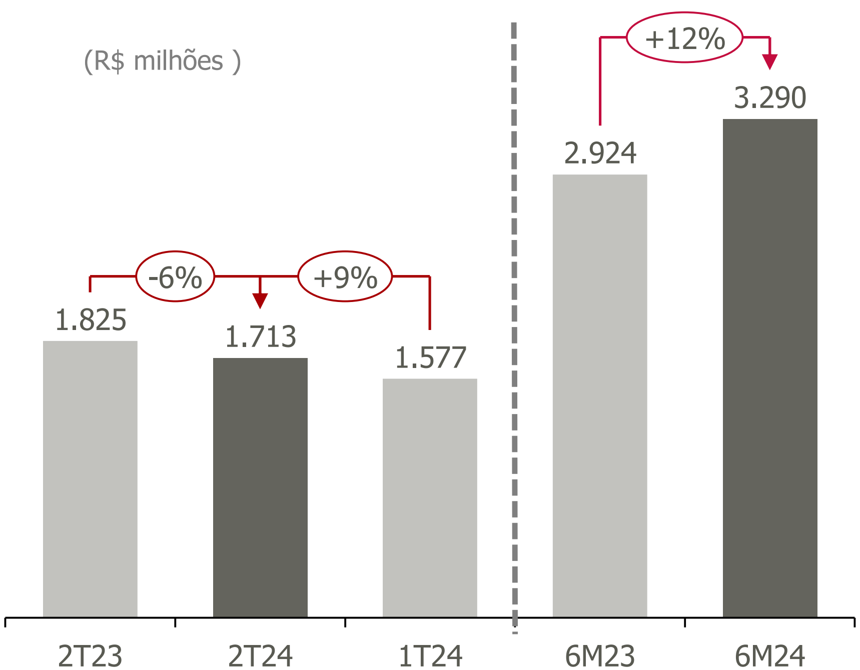
VENDAS CONTRATADAS CYRELA

- Vendas de R$ 2.372 milhões no trimestre, 5% inferior vs. 2T23 e 10% acima do 1T24.
- Percentual CBR de 74% no trimestre.

VGV Vendas (100%)



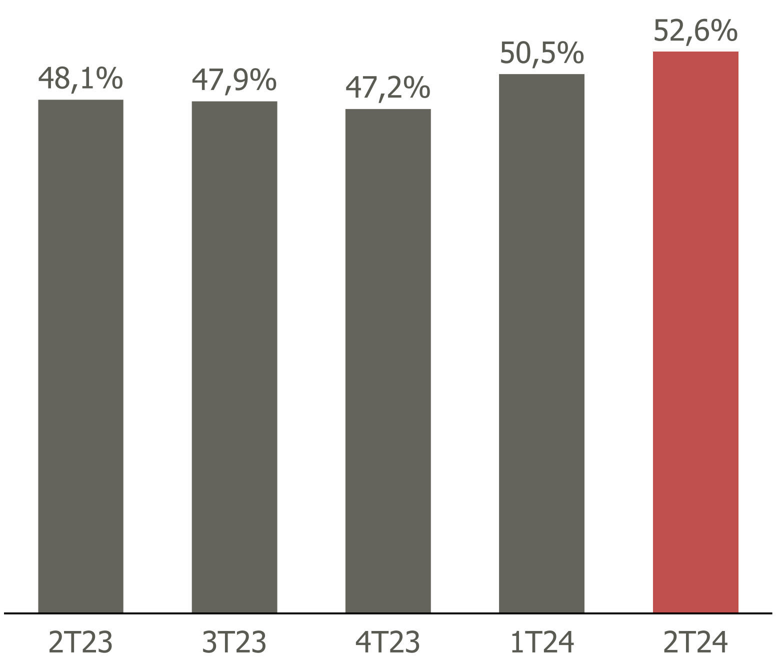
Vendas Ex-Permuta e %CBR



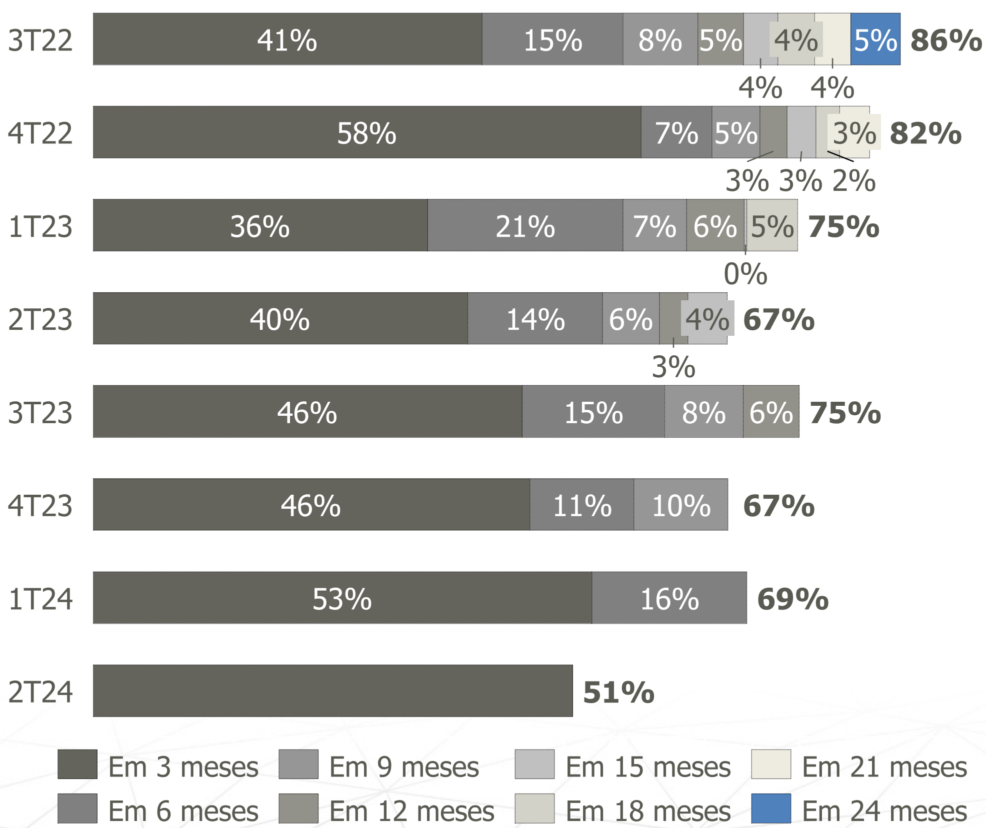
VELOCIDADE DE VENDAS

- O VSO (UDM) do 2T24 foi de 52,6%.

Velocidade de Vendas (12 meses)



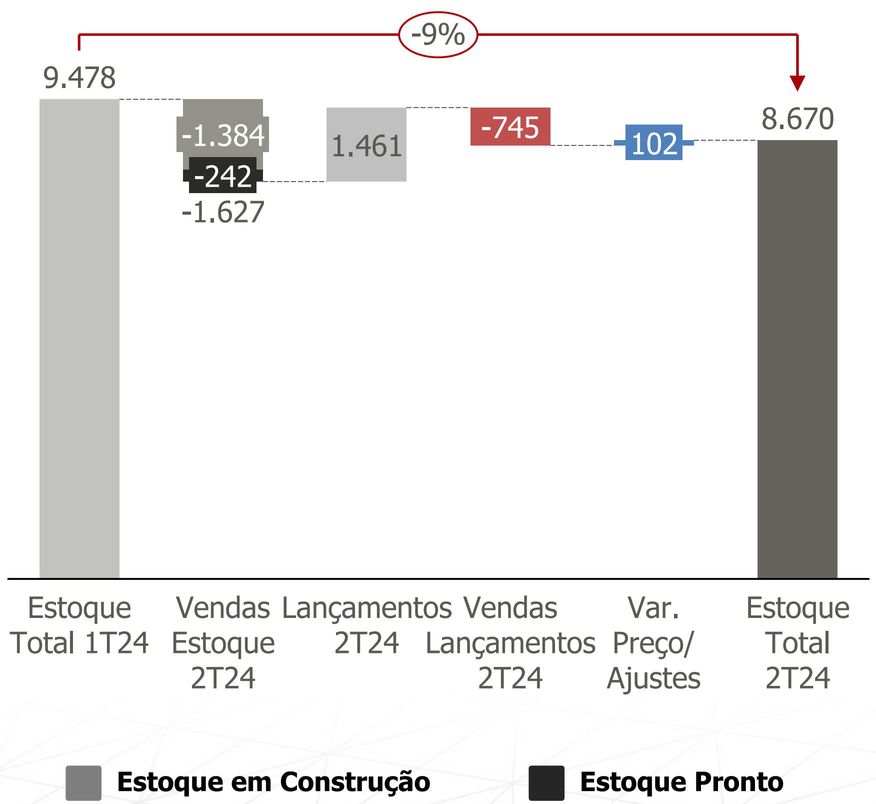
Vendas Por Safra de Lançamentos



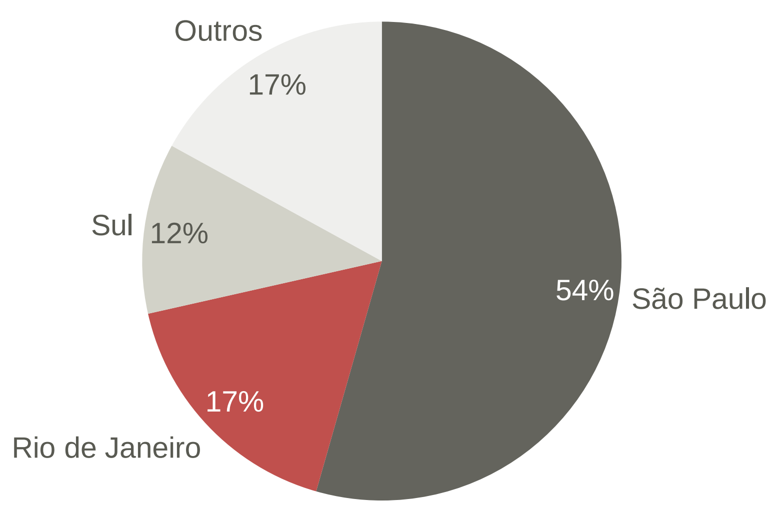
ESTOQUES

- R$ 8.670 milhões de estoque a valor de mercado (R$ 6.498 milhões %CBR).

Variação do Estoque (R$ milhões)



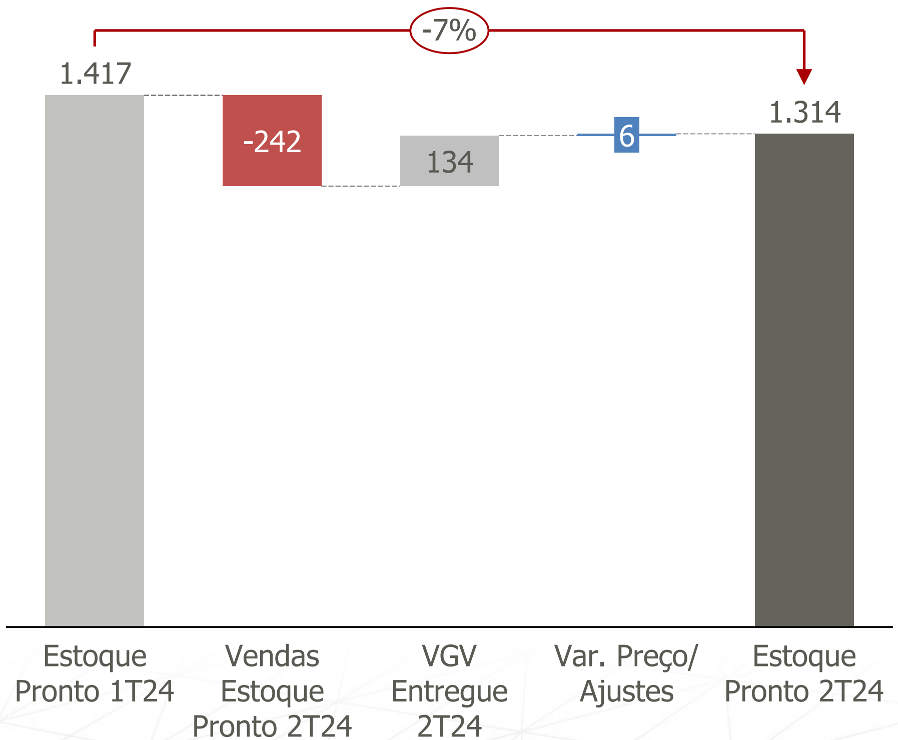
Breakdown do Estoque Total 2T24



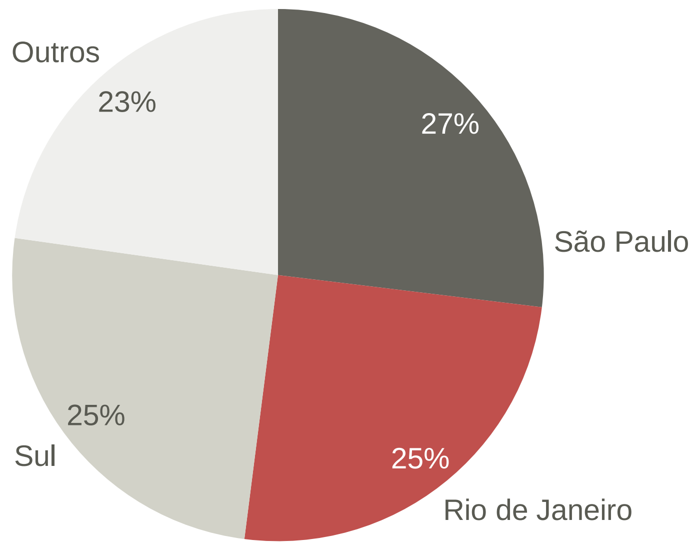
ESTOQUE PRONTO

- R$ 1.314 milhões de estoque pronto a valor de mercado (R$ 1.073 milhões %CBR).

Variação do Estoque Pronto (R$ milhões)



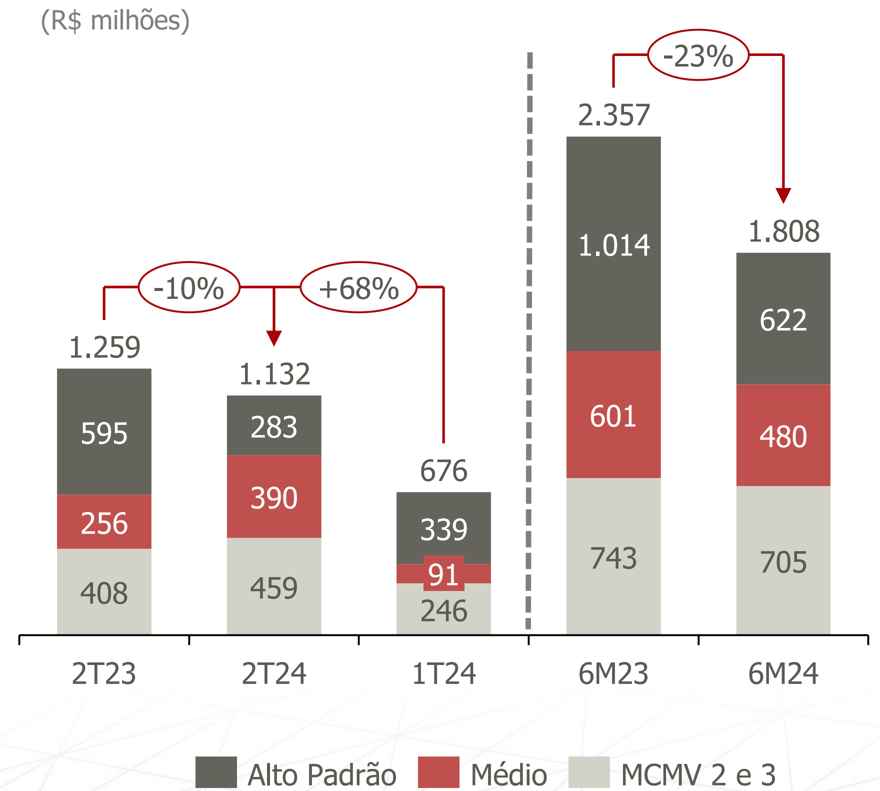
Breakdown do Estoque Pronto 2T24



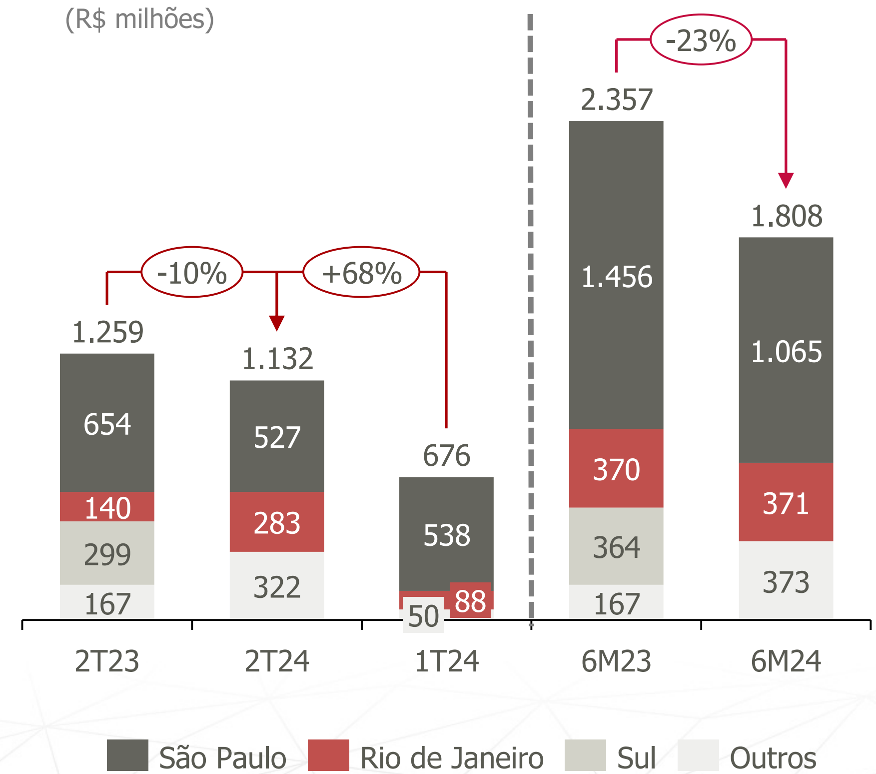
ENTREGAS CYRELA

- 10 projetos entregues no 2T24, correspondentes a um VGV de lançamento de R$ 1.132 milhões.
- No acumulado do ano, 16 empreendimentos entregues, com VGV de lançamento de R$ 1.808 milhões.

VGV Entregue (100%) por Segmento



VGV Entregue (100%) por Região

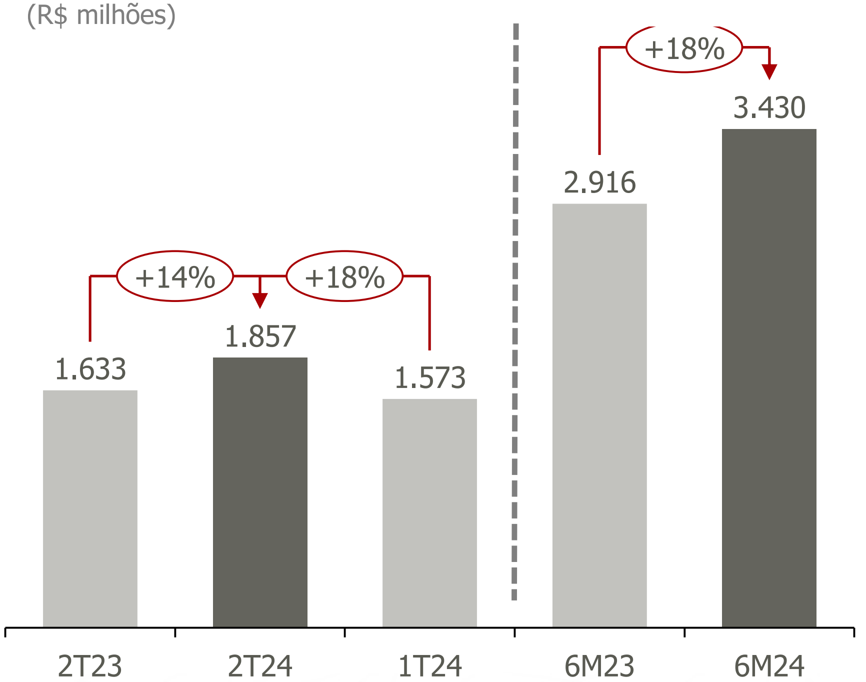


RESULTADO FINANCEIRO

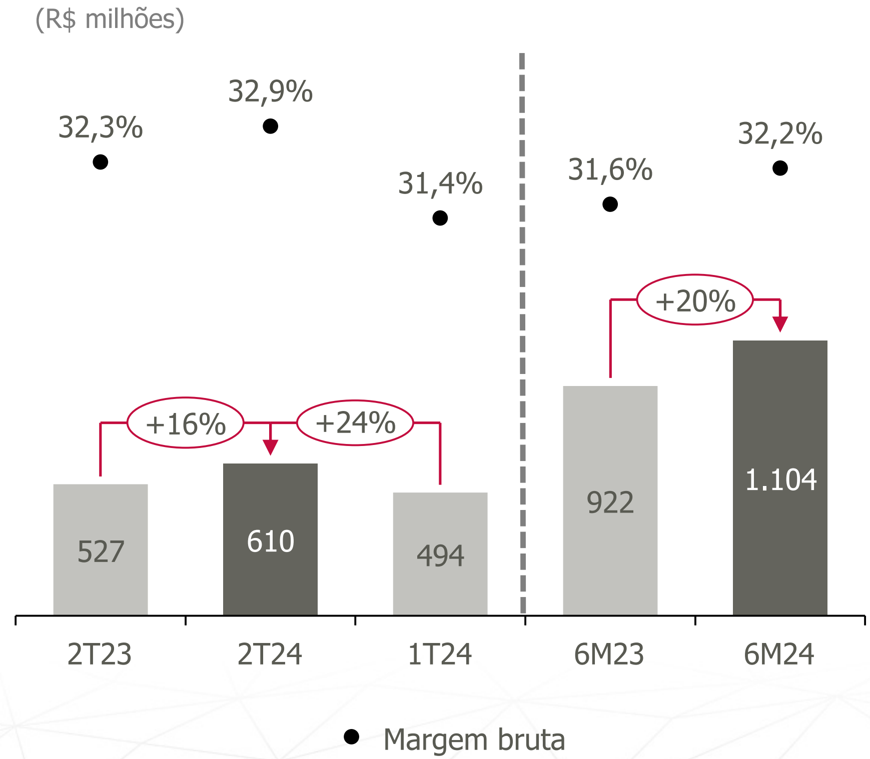
RESULTADOS FINANCEIROS

- Receita líquida de R$ 1.857 milhões no 2T24 e R$ 3.430 milhões no acumulado do ano.
- Margem bruta de 32,9% no trimestre e 32,6% no ano.

Receita Líquida



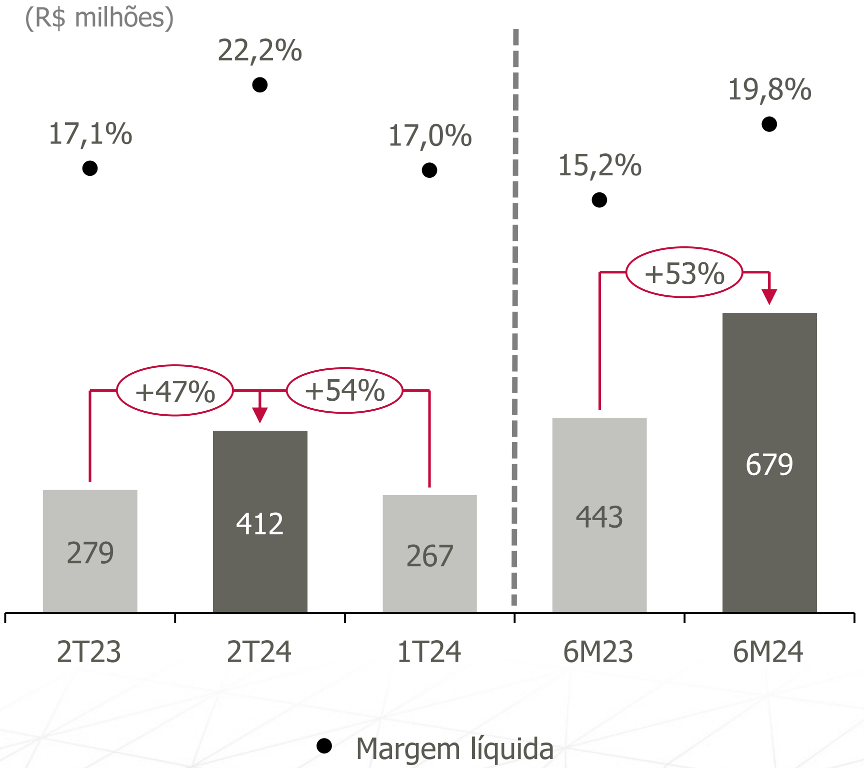
Lucro Bruto e Margem Bruta



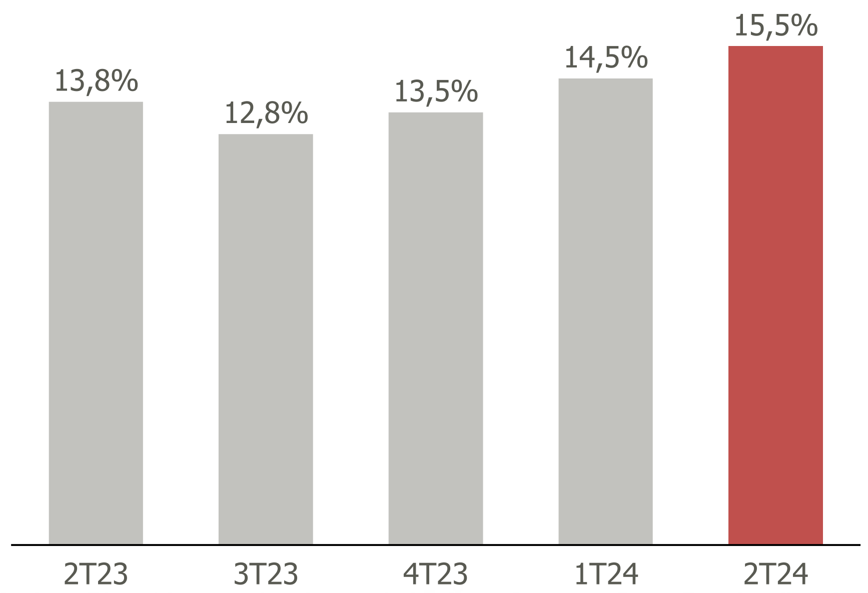
LUCRO LÍQUIDO E RENTABILIDADE

- O Return on Equity (medido como Lucro Líquido dos últimos 12 meses sobre PL médio ex Minoritários e AVJORA CashMe) atingiu um valor de 15,5%.

Lucro Líquido e Margem Líquida



ROE LTM

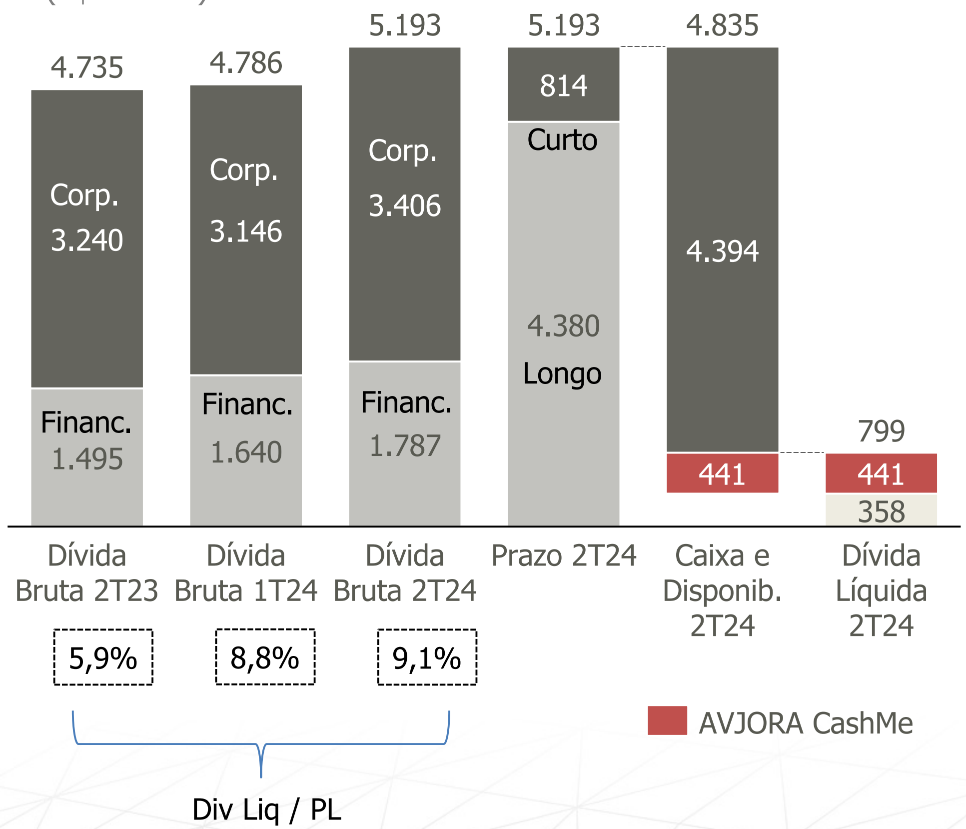


LIQUIDEZ E ENDIVIDAMENTO

- A alavancagem (Dívida Líquida / Patrimônio Líquido) foi de 9,1%.

Endividamento

(R$ Milhões)

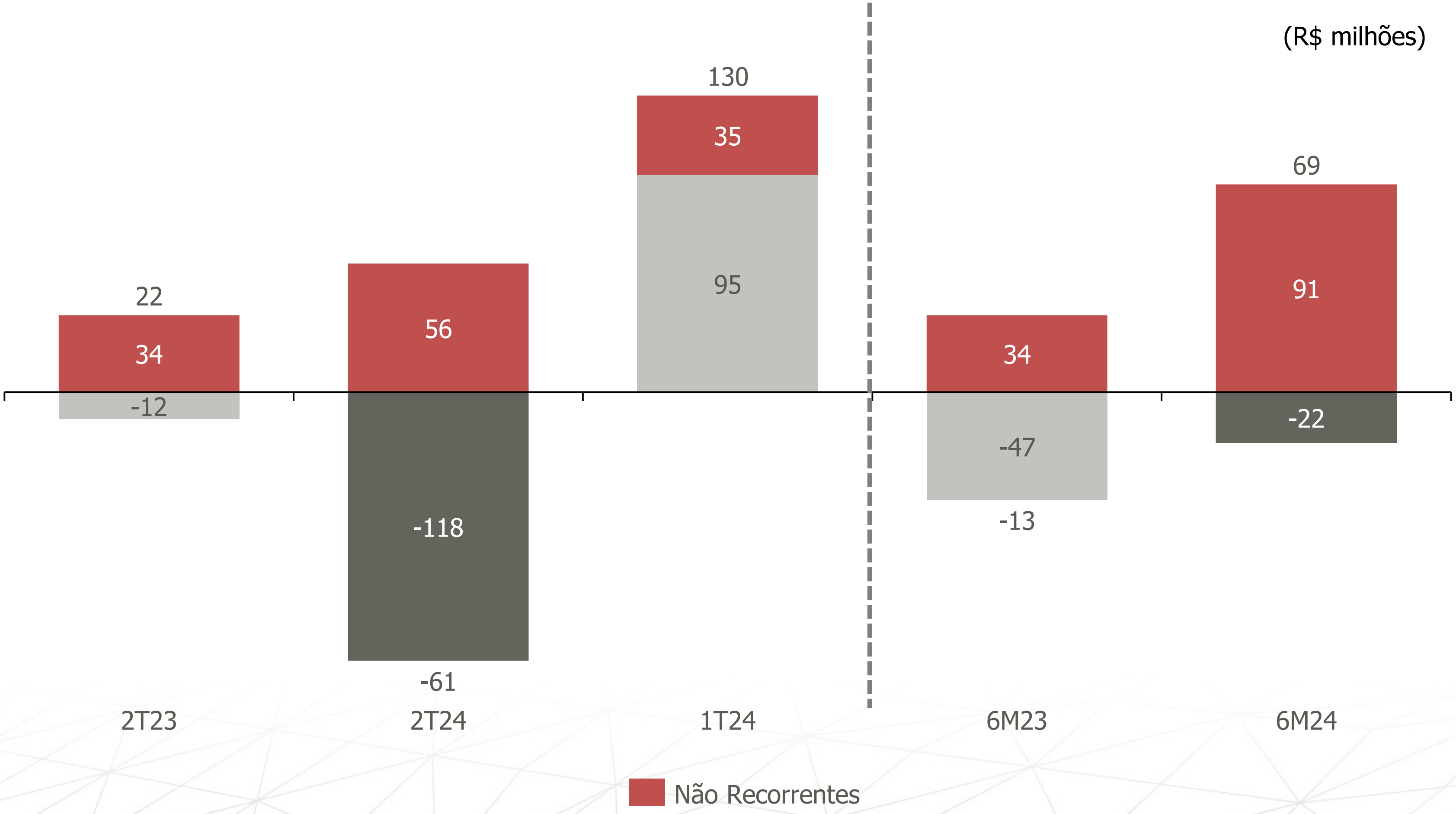


Indicadores	Dívida Total	Dívida Corporativa
Dívida Líquida/ Patrimônio Líq.	9,1%	
Prazo Médio	3,0 anos	3,3 anos
Curto Prazo	16%	16%
Longo Prazo	84%	84%

Custo Médio de Financiamentos		Custo Médio de Dívida Corp.*	
Poupança + 2,82%	77,7%	99,1% do CDI	66,8%
TR + 9,16%	22,3%	CDI + 0,62%	33,2%
TOTAL	**100,0%**	**TOTAL**	**100,0%**
Taxa Mínima	TR + 7,99%	* Exclui dívidas da CashMe (R$ 1.685 MM)	
Taxa Máxima	Poupança + 5,0%		

GERAÇÃO DE CAIXA*

- Consumo de caixa de R$ 61 milhões no trimestre.



*Ex dividendos e recompras

CONTATE RI

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Este comunicado contém considerações futuras referentes às perspectivas do negócio, estimativas de resultados operacionais e financeiros, e às perspectivas de crescimento da Cyrela Brazil Realty. Estas são apenas projeções e, como tal, baseiam-se exclusivamente nas expectativas da administração da Cyrela Brazil Realty em relação ao futuro do negócio e seu contínuo acesso a capitais para financiar o plano de negócios da Companhia. Tais considerações futuras dependem, substancialmente, de mudanças nas condições de mercado, regras governamentais, pressões da concorrência, do desempenho do setor e da economia brasileira, entre outros fatores, além dos riscos apresentados nos documentos de divulgação arquivados pela Cyrela Brazil Realty e estão, portanto, sujeitas a mudança sem aviso prévio.

RESULTS 2Q24

AUGUST 9TH, 2024

CYRELA

PARTICIPANTS

RAPHAEL HORN
CO-CEO

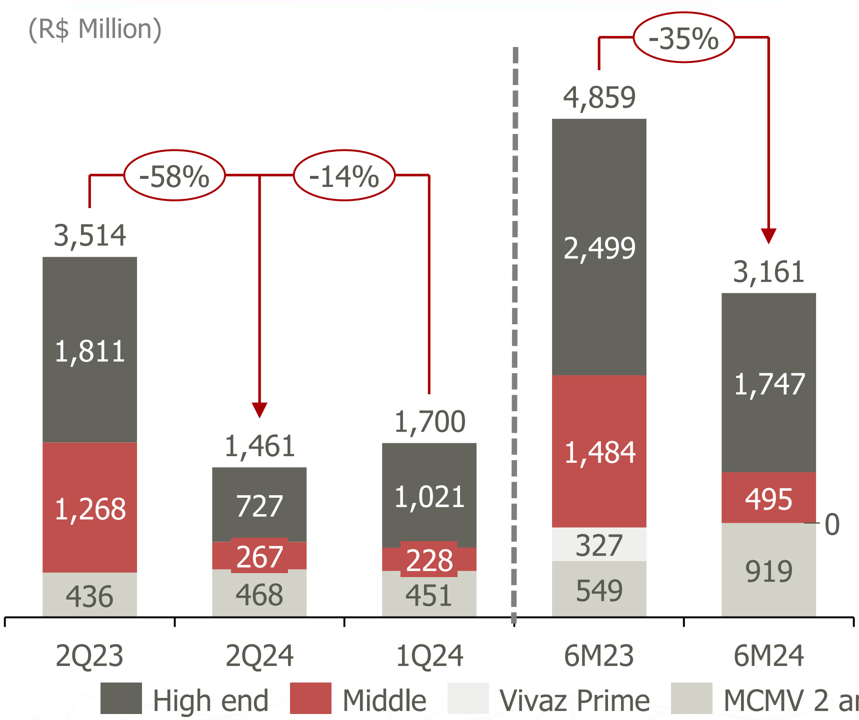
MIGUEL MAIA MICKELBERG
CFO AND INVESTOR RELATIONS OFFICER

OPERATING FIGURES

CYRELA'S LAUNCHES

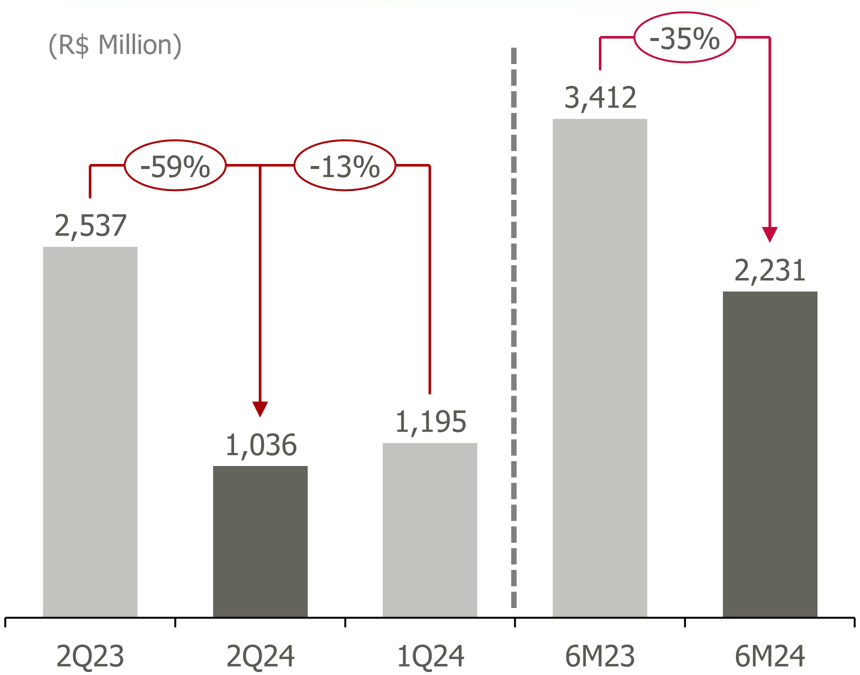
- R$1,461 million in 2Q24, 58% lower vs 2Q23 and 14% down from 1Q24.
- 9 projects launched in the quarter.

Launches PSV (100%)



% CBR	78%	74%	78%	75%	76%

Launches PSV Ex-swap (%CBR)



HIGHLIGHTS

ESCAPE EDEN

- R. Santo Arcádio, 482 - Brooklin–São Paulo - SP
- PSV: R$ 316 million
- Units: 259

Access the projects website: Escape Eden

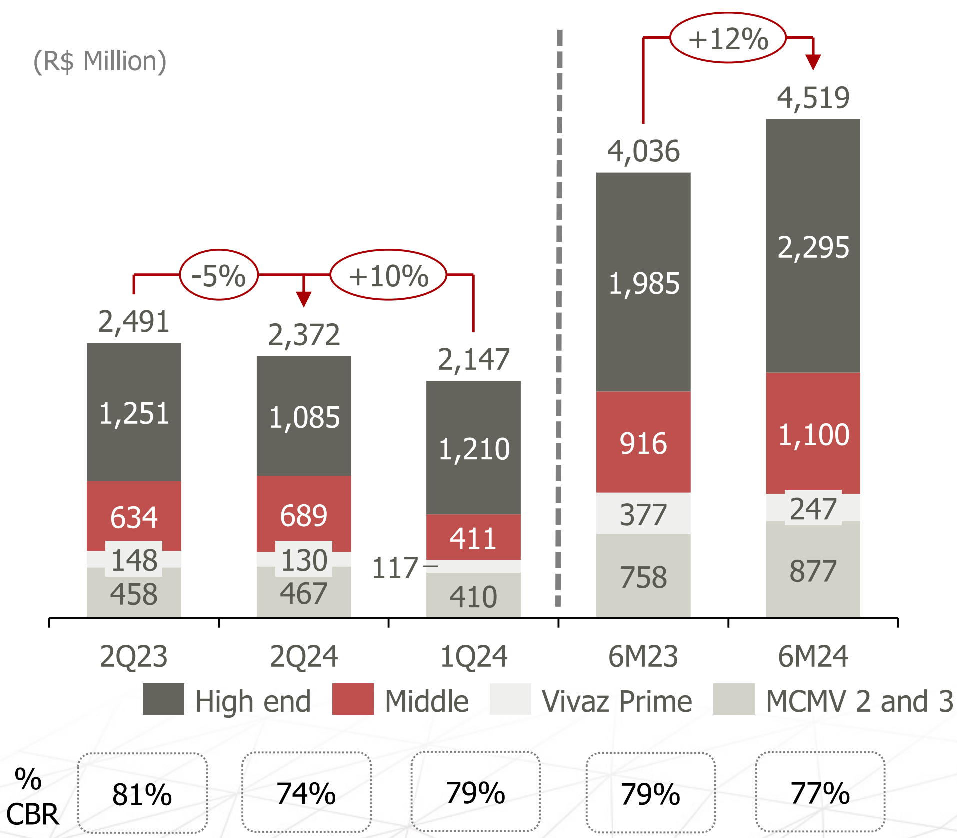
Swimming Pool

Project's Façade

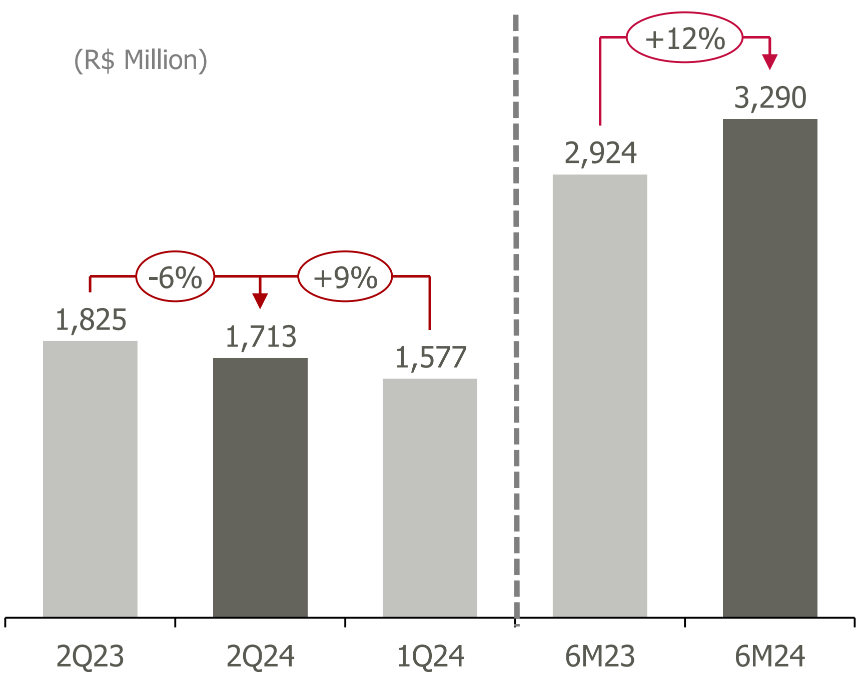
CYRELA'S PRE-SALES

- Net pre-sales totaled R$2,372 million in 2Q24, 5% down from 2Q23 and 10% higher than 1Q24.
- %CBR of 74% in the quarter.

Pre – Sales (100%)

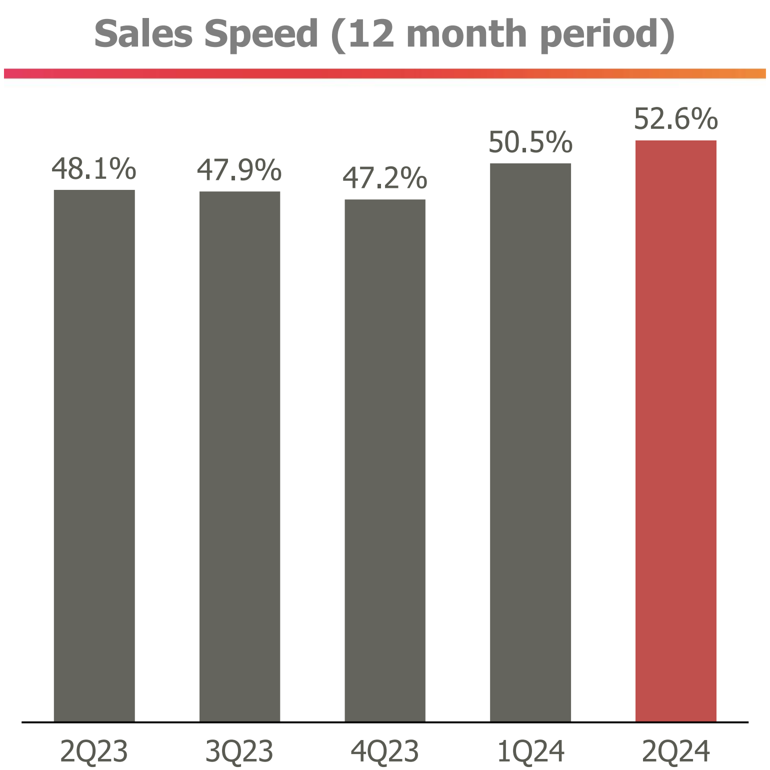


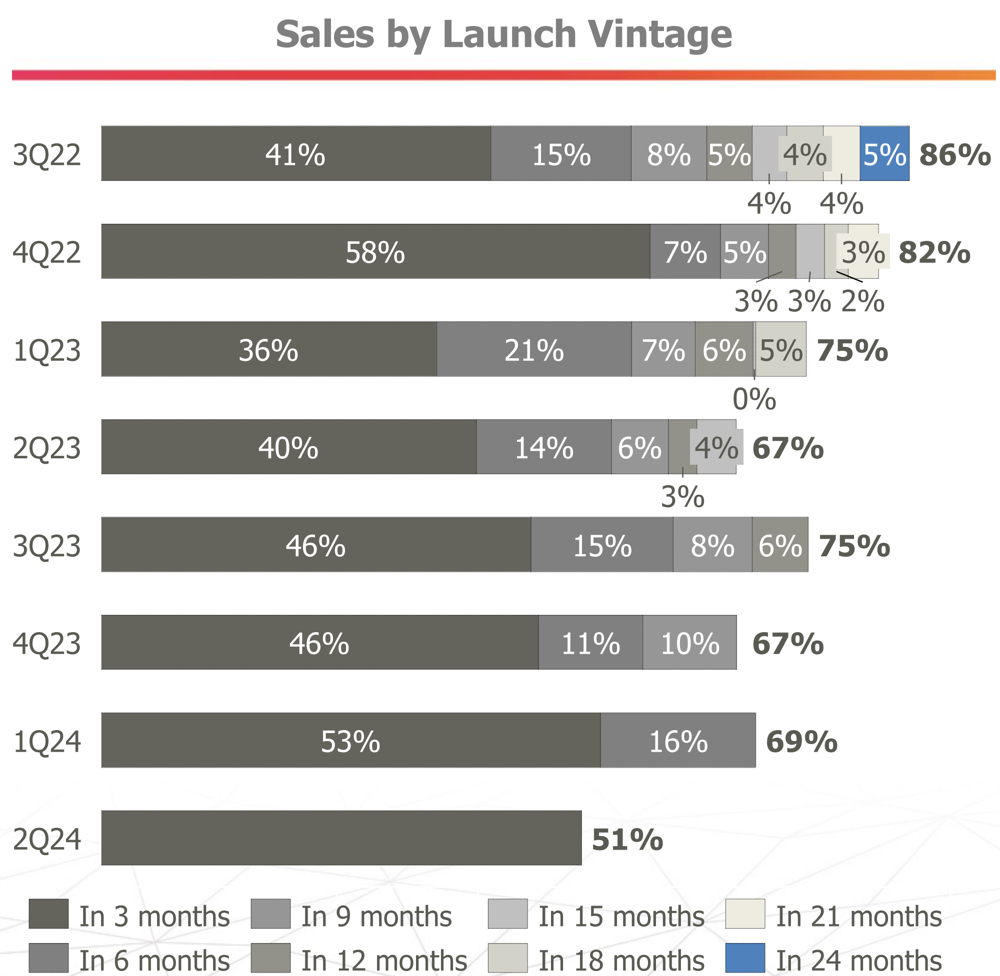
Pre – Sales Ex-Swap (%CBR)



SALES SPEED

- The LTM SOS of 2Q24 reached 52.6%.

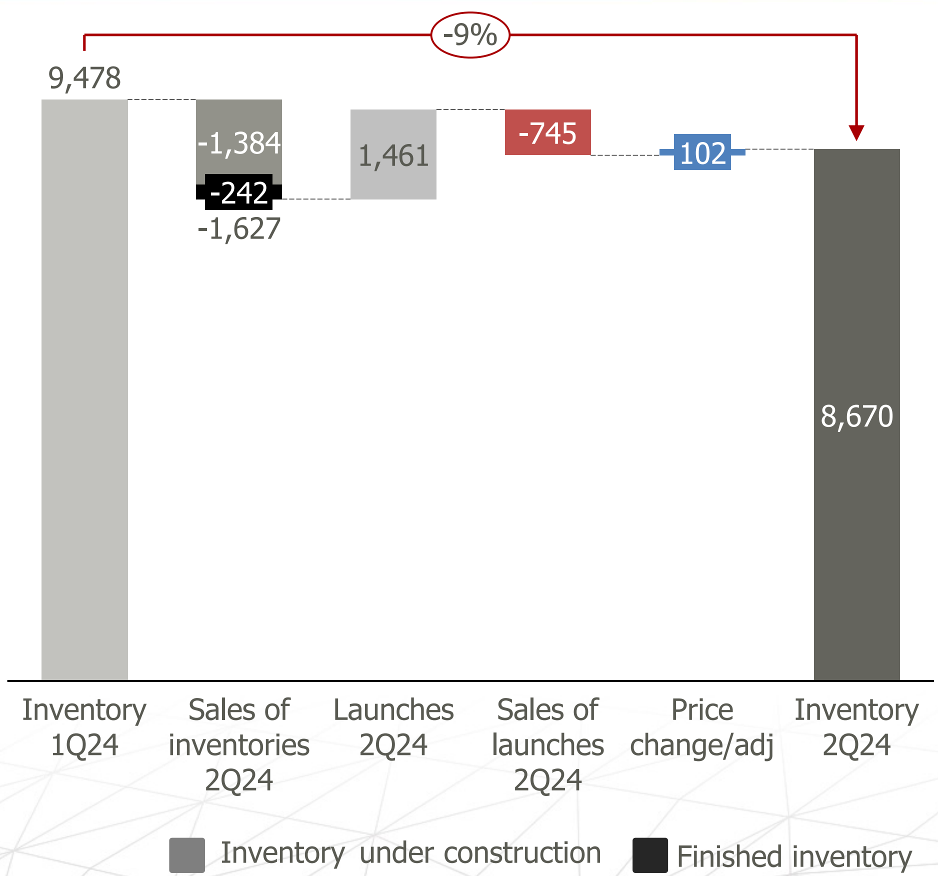




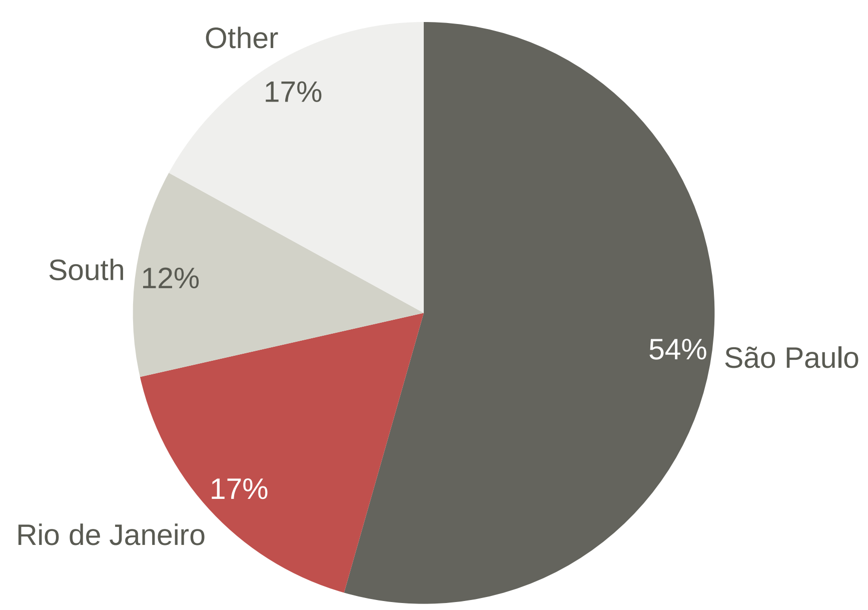
INVENTORY

- R$8,670 million in PSV inventory at market value (R$6,498 million %CBR).

Change in Inventory (R$ Million)



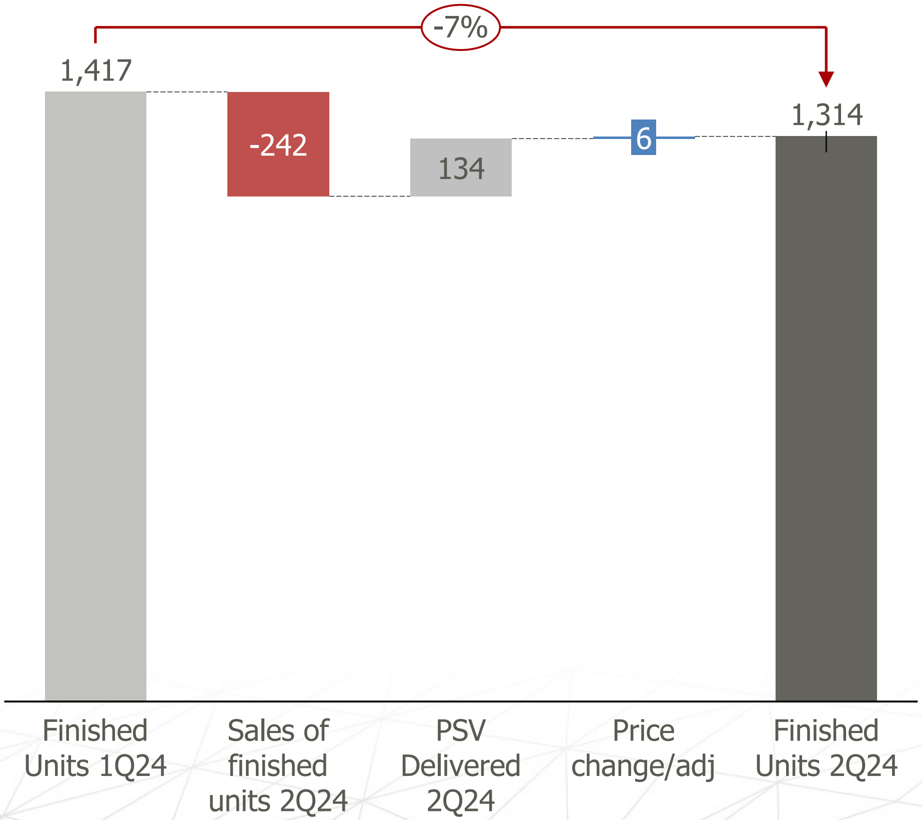
Inventory Breakdown 2Q24



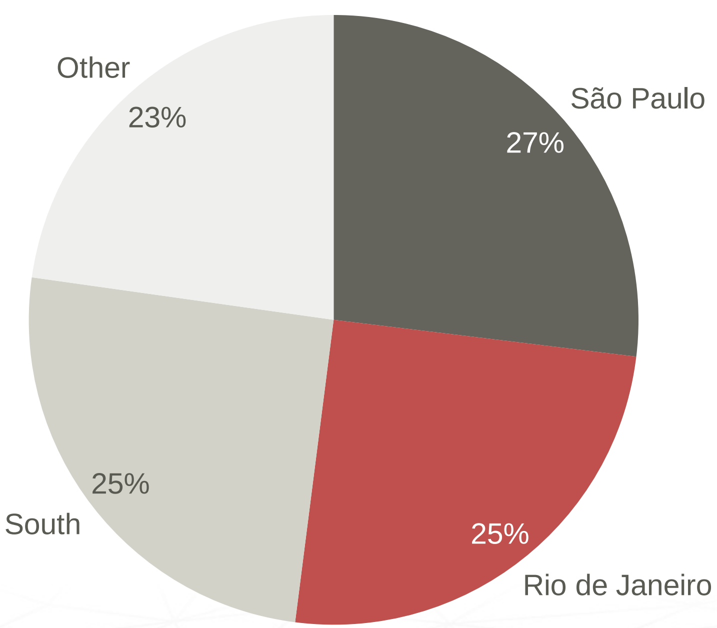
FINISHED INVENTORY

- R$1,314 million in PSV finished inventory at market value (R$1,073 million %CBR).

Change in Finished Inventory (R$ Million)



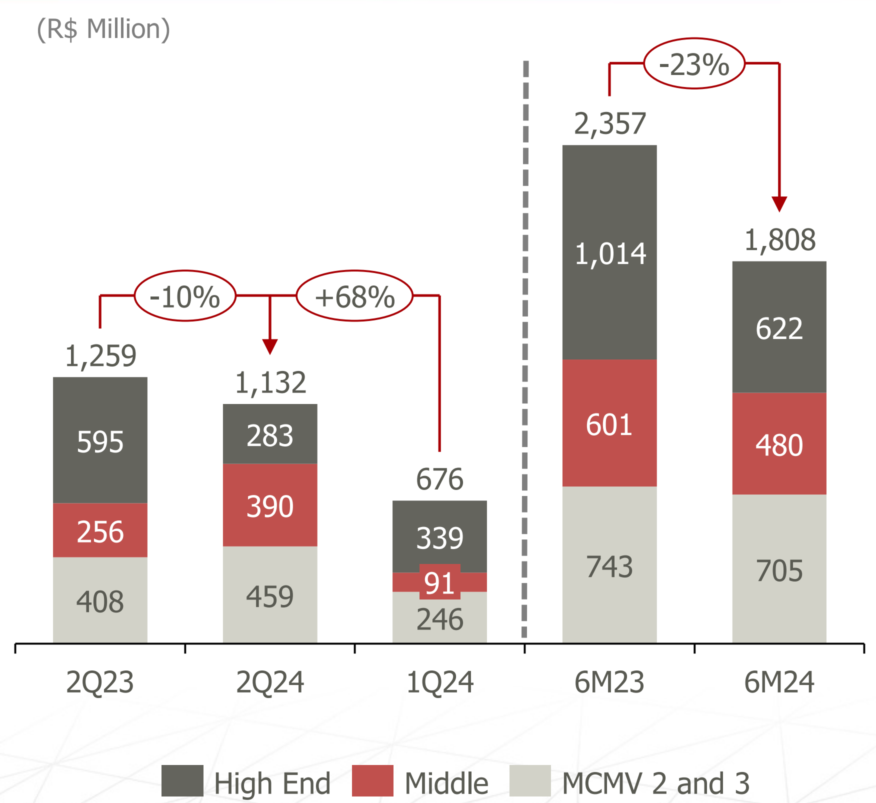
Finished Inventory Breakdown 2Q24



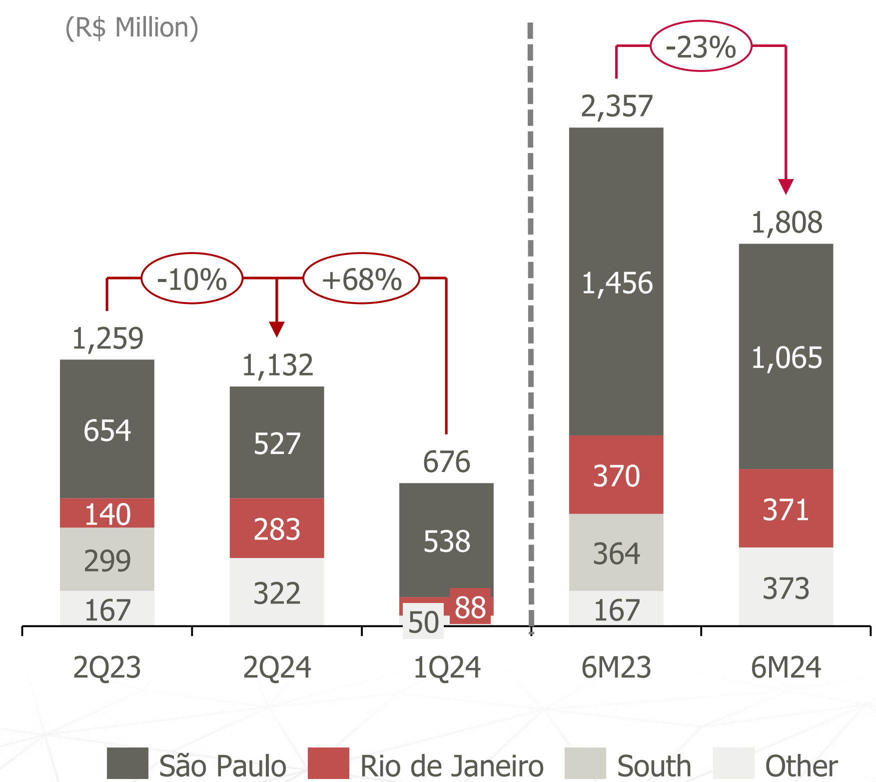
DELIVERED UNITS

- 10 projects delivered in 2Q24, totaling PSV of R$1,132 million on the dates of their respective launches.
- In 2024, 16 projects delivered, totaling PSV of R$1,808 million on the dates of their respective launches.

Delivered PSV – by Segment (100%)



Delivered PSV – by Region (100%)

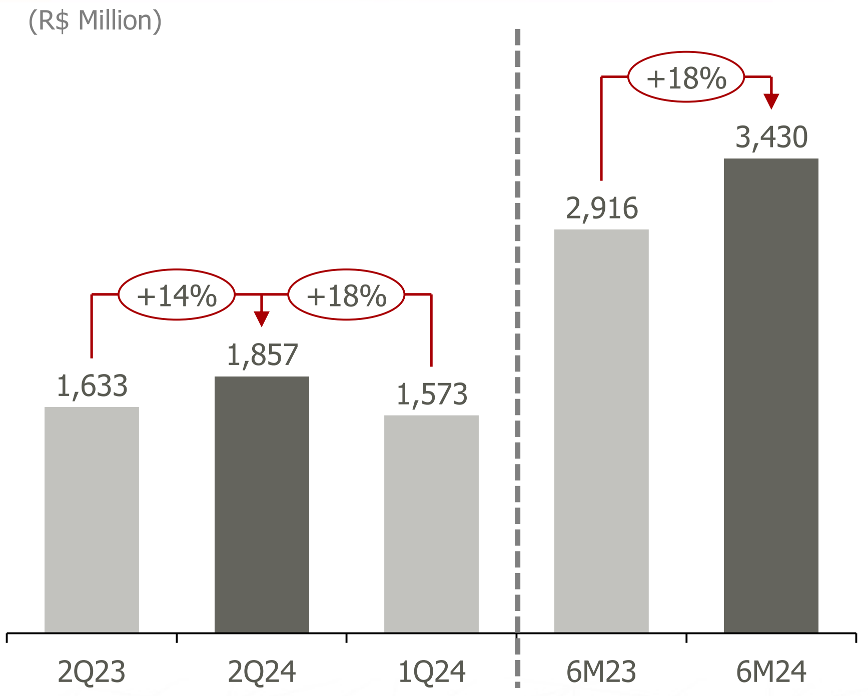


FINANCIAL RESULTS

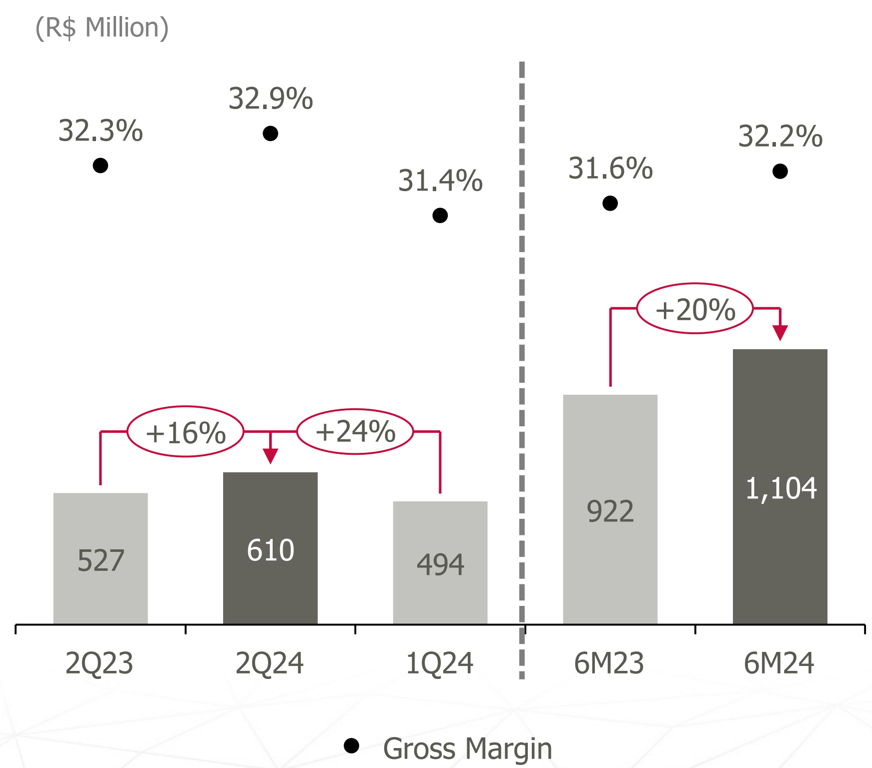
FINANCIAL RESULTS

- Net revenues of R$1,857 million in 2Q24 and R$3,430 million in 6M24.
- Gross margin of 32.9% in the quarter and 32.6% in the year.

Net Revenues



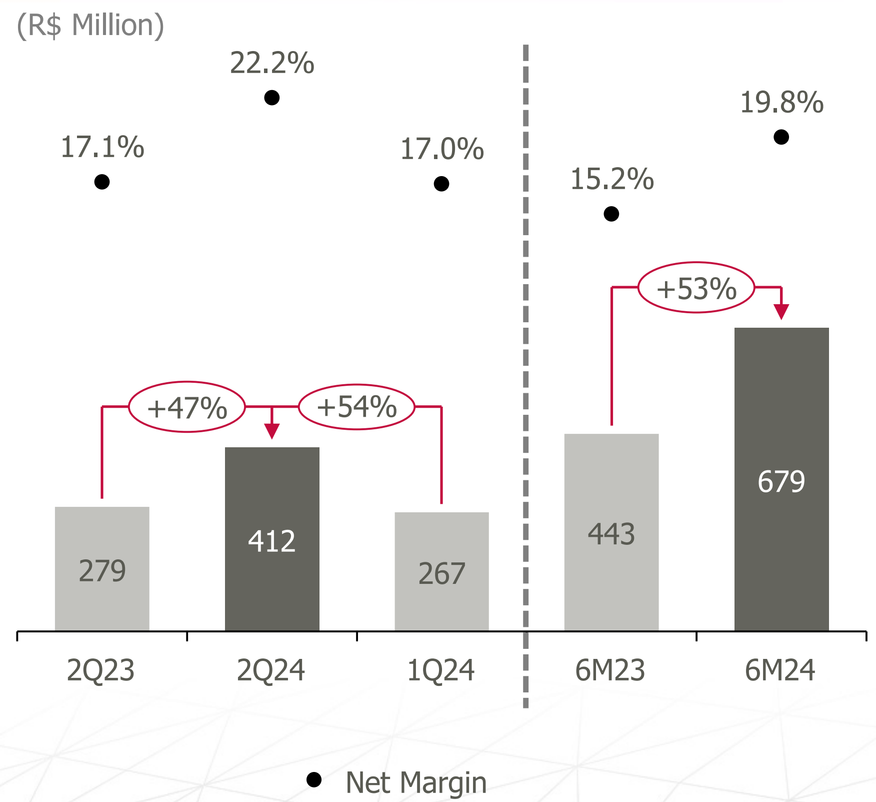
Gross Profit and Gross Margin



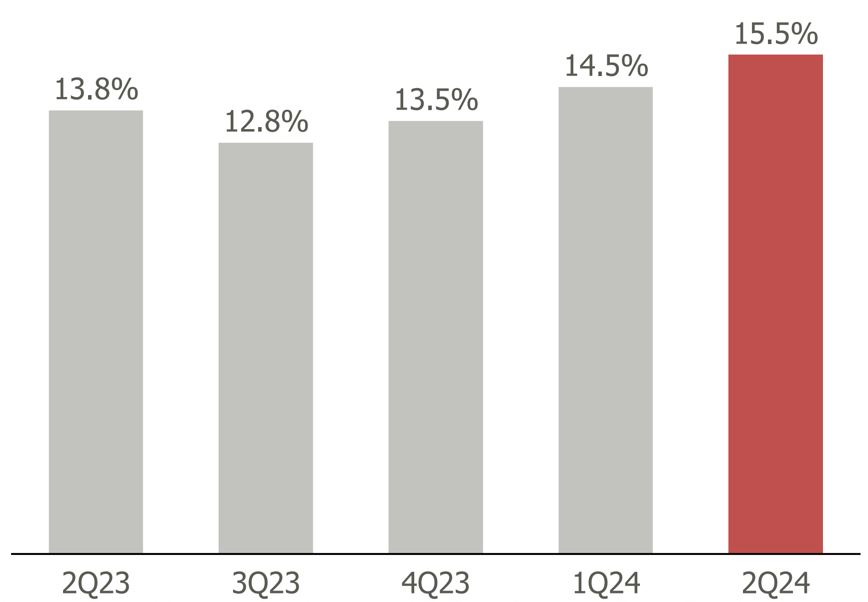
NET INCOME AND PROFITABILITY

- The Return on Equity (Net Income LTM / average Equity ex-minorities and FVTOCI CashMe LTM) attained 15.5%.

Net Income and Net Margin



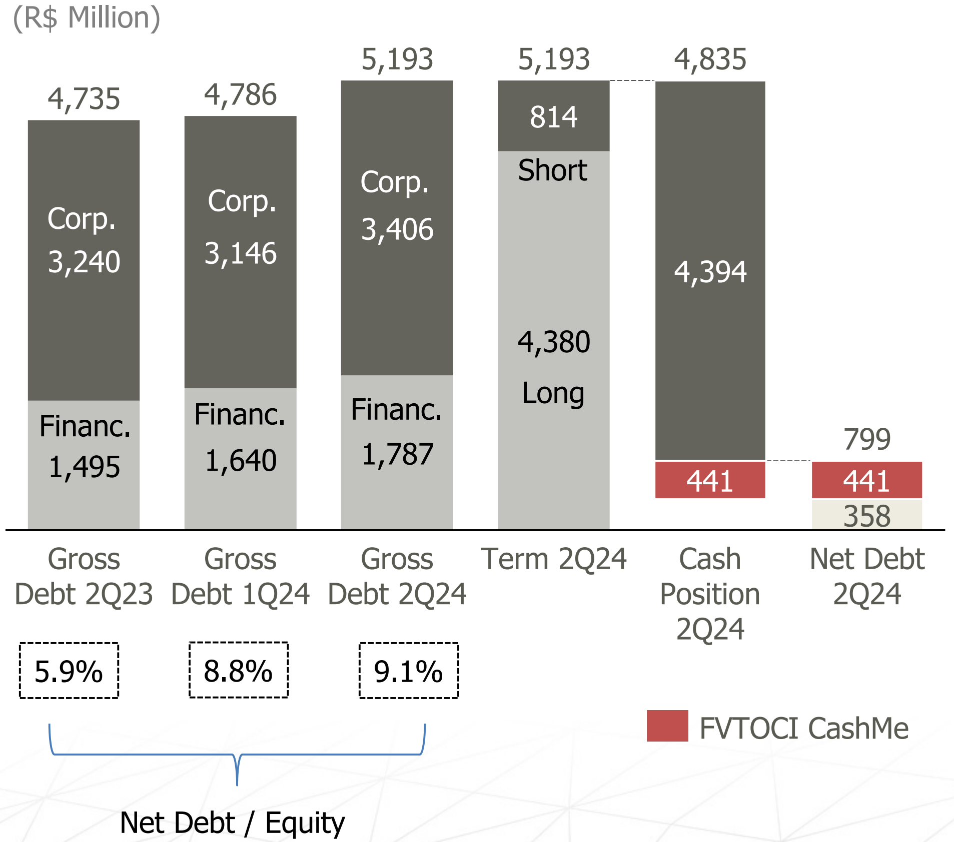
ROE LTM



LIQUIDITY AND DEBT

- Net Debt / Total Equity attained 9.1%.

Debt Overview



Indicators	Total Debt	Corporate Debt
Net Debt / Equity	9.1%	
Average Term	3.0 y	3.3 y
Short Term	16%	16%
Long Term	84%	84%

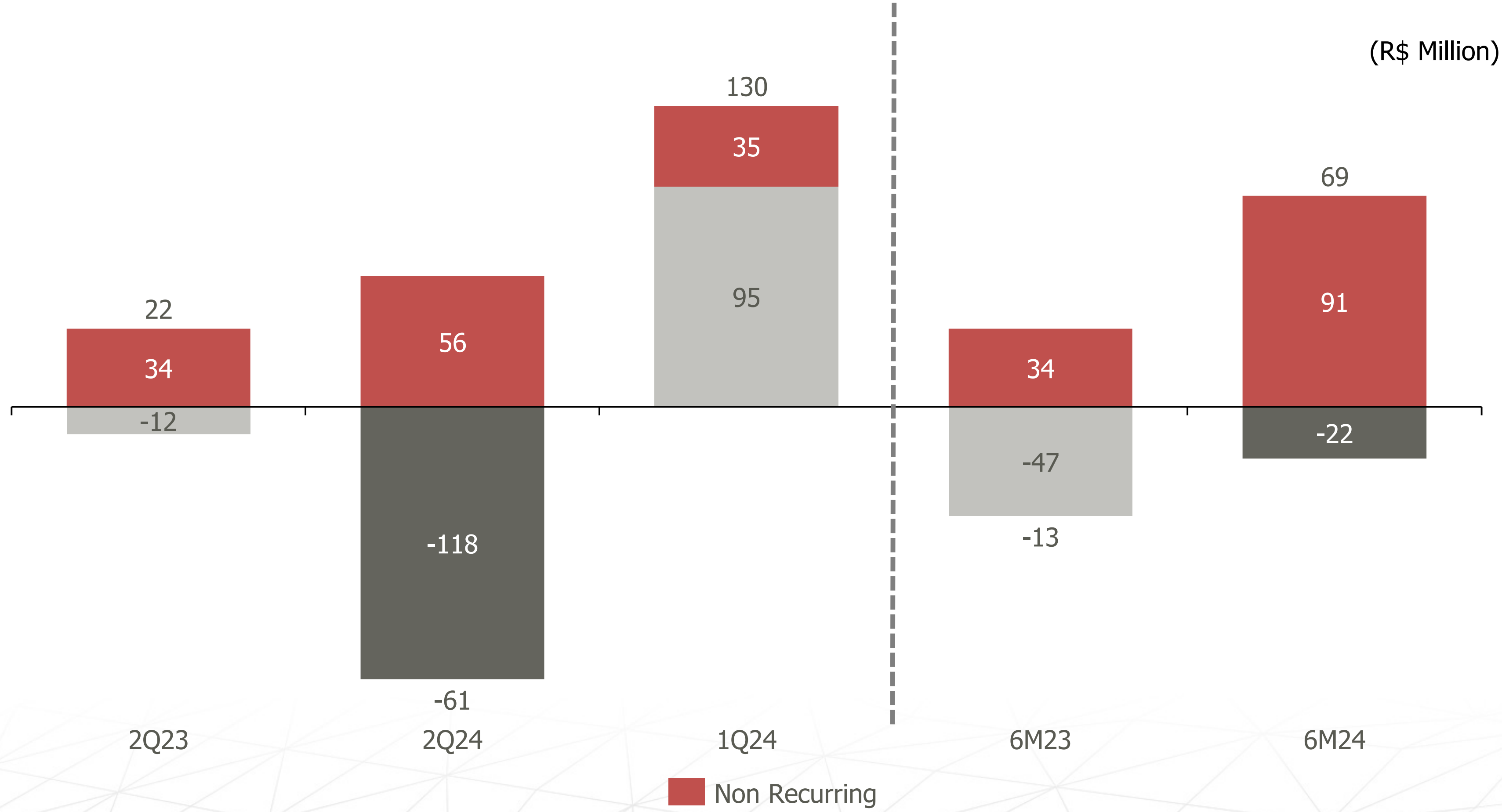
Average Cost of Financing	
Savings Acc. + 2.82%	77.7%
TR + 9.16%	22.3%
TOTAL	**100.0%**
Minimum Rate	TR + 7.99%
Maximum Rate	Savings ACC + 5.0%

Avarege Cost of Corporate Debt*	
99,1% of CDI	66.8%
CDI + 0.62%	33.2%
TOTAL	**100.0%**

* Excludes debt from CashMe (R$1,685 MM)

CASH GENERATION*

- Cash burn of R$61 million in the quarter.



*Ex dividend payment and buyback program.

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